

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 SP-02 USIA-06 AID-05 EB-08 NSC-05
TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CPR-01 PM-05
OPR-02 PA-01 PRS-01 SY-05 A-01 USSS-00 /076 W
-----019616 232233Z /21

R 231617Z AUG 77
FM AMEMBASSY LISBON
TO SECSTATE WASHDC 2752
USDOC WASHDC

C O N F I D E N T I A L LISBON 6532

COMMERCE FOR LINDSTROM

E.O. 11652: GDS
TAGS: ETRD, PO
SUBJECT: VISIT TO U.S. OF GOP SECSTATE FOR EXTERNAL COMMERCE

REF: A) LISBON 5866 B) COLE/MARIN TELCON AUG. 19

1. EMBOFF CALLED ON SECSTATE FOR EXTERNAL COMMERCE CELESTE
AUG. 22 TO DISCUSS LATTER'S PROPOSED TRIP TO U.S. TO EMBOFF'S
SUGGESTION THAT VISIT IN EARLY OR MID-OCTOBER WOULD FACILITATE
COORDINATION AND PLANNING, CELESTE REPLIED THAT HE TOO WOULD
PREFER OCTOBER VISIT, VICE SEPTEMBER.

2. CONCERNING SUBSTANCE OF DISCUSSIONS WITH U.S. OFFICIALS,
CELESTE SAID ESSENTIAL PURPOSE OF VISIT IS TO EXPLORE MEANS
OF INCREASING PORTUGUESE EXPORTS TO U.S., INCLUDING HOW TO
MEET COMPETITION FROM PORTUGAL'S TRADITIONAL COMPETITORS (E.G.
SPAIN) WITH FRAMEWORK OF GSP. WHEN EMBOFF ASCERTAINED THAT
NO OTHER SUBSTANTIVE MATTERS LIKELY TO ARISE DURING U.S.
VISIT, HE SUGGESTED TO CELESTE THAT MEETINGS AT TECHNICAL
LEVEL WITH APPROPRIATE USG EXPERTS WOULD BE MORE PRO-
DUCTIVE THAN MEETINGS WITH SENIOR USG OFFICIALS. OF
COURSE, APPROPRIATE SENIOR OFFICIAL(S) WOULD BE PLEASED
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TO RECEIVE COURTESY CALL FROM CELESTE. CELESTE APPEARED
SATISFIED WITH PROPOSED SCENARIO IN WHICH HE WOULD BE
INVITED TO U.S., WOULD PAY COURTESY CALL ON SENIOR USG
OFFICIAL - POSSIBLY COMMERCE SECRETARY OR STR - AND THEN
PROCEED TO EXPERT LEVEL MEETINGS TO DISCUSS SUBJECT OF
INTEREST.

3. COMMENT: GOP HAS BEEN CRITICIZED DOMESTICALLY FOR FAILURE TO IMPROVE EXPORT PERFORMANCE, WITH ATTENDANT CONSEQUENCES ON ALREADY SERIOUS BALANCE OF PAYMENTS SITUATION. CELESTE BELIEVES THAT BEING RECEIVED BY POLICY LEVEL USG TRADE OFFICIAL(S) WOULD HELP DISARM CRITICS. VISIT IS GENUINE AND, IN EMBASSY'S OPINION, WORTHY OF OUR SUPPORT. IMPROVED PORTUGUESE EXPORT PERFORMANCE COULD NOT BUT EXERT STABILIZING INFLUENCE ON SHAKY ECONOMY, PARTICULARLY IN TERMS OF HELPING NARROW BALANCE OF PAYMENTS DEFICIT. TO EXTENT PORTUGUESE CAN AMELIORATE SITUATION THROUGH IMPROVED TRADE PERFORMANCE, DEPENDENCE ON EXTERNAL ASSISTANCE WILL BE REDUCED. WE SHOULD ALSO BEAR IN MIND THAT U.S. HAS ENJOYED HEALTHY TRADE BALANCE WITH PORTUGAL FOR SOME TIME (VALUE OF U.S. IMPORTS IN PORTUGAL HAS BEEN ROUGHLY THREE TIMES VALUE OF THEIR EXPORTS TO U.S. IN LAST COUPLE OF YEARS). END COMMENT.

4. MATTER OF INVITATION TO CELESTE AND SUBSTANTIVE PROGRAM WHILE HE IS IN U.S. ARE SEPARABLE ISSUES. WE DO NOT PERCEIVE NEED FOR THE INVITING U.S. OFFICIAL TO DO MORE THAN RECEIVE SECRETARY OF STATE FOR BRIEF AND INFORMAL EXCHANGE OF VIEWS. SUBSTANTIVE PROGRAM WOULD BE ARRANGED ESSENTIALLY BY PORTUGUESE EMBASSY IN WASHINGTON AND AMERICAN CHAMBER IN LISBON, WITH DEPARTMENT AND AMEMBASSY LISBON ASSISTANCE AS NECESSARY.

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5. CONCERNING LEVEL OF INVITATION, WE BELIEVE THAT, FROM PORTUGUESE DOMESTIC PUBLIC RELATIONS PERSPECTIVE, INVITATION FROM COMMERCE SECRETARY OR STR WOULD AFFORD MAXIMUM VISIBILITY TO VISIT.

6. FOLLOWING IS SUGGESTED LETTER OF INVITATION: BEGIN QUOTE:
DEAR MR. SECRETARY:

THE UNITED STATES EMBASSY IN LISBON REPORTS THAT PORTUGAL IS MAKING EVERY EFFORT TO TAKE ADVANTAGE OF ITS RECENT INCLUSION IN THE LIST OF COUNTRIES ELIGIBLE UNDER THE UNITED STATES GENERALIZED SYSTEM OF PREFERENCES. I WOULD WELCOME RECEIVING YOU IN WASHINGTON IN EARLY OR MID-OCTOBER FOR AN EXCHANGE OF VIEWS ON OUR MUTUAL TRADE RELATIONS. WORKING SESSIONS WITH PUBLIC AND PRIVATE OFFICIALS CAN ALSO BE ARRANGED TO EXPLORE APPROPRIATE AVENUES FOR EXPANDING TRADE BETWEEN OUR TWO COUNTRIES, ESPECIALLY IN THE CONTEXT OF THE GENERALIZED SYSTEM OF PREFERENCES.

PLEASE LET ME KNOW WHETHER THIS PROPOSAL IS AGREEABLE. END QUOTE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
Copy: SINGLE
Sent Date: 23-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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TAGS: ETRD, PO, US
To: STATE COM
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